



DCM Raytheon, Burlington, MA

“UCAs”

Presented By:

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Agenda

- History
- Initiatives Implemented
- Initiatives Planned



History

- Historically have in excess of 100 open Undefined Contract Action (UCAs) on hand with about 50 - 60 of these over
- Majority of our UCAs are from Navy customers (spare
- Late proposals, Advanced Delivery Orders (ADOs), Contract restructuring (rate changes) and lack of personnel re been *contributing* factors.
- Recent efforts have resulted in a a decrease of Overage over 20%, but still have a ways to go!



Initiatives Implemented

- Managing a “UCA Tracking List”
- Monthly “Negotiation Stand-down Day”
- Pricers negotiate proposals greater than \$100,000
- Developed a Standard Operating Procedure (SOP)
- Training
- Progress Payment withholds
- VTC with Contractor and NAVICP



Initiatives Implemented

- **Managing a “UCA Tracking List”**
 - Review bi-weekly (across the table) with the Contractor .
This ensures key milestones are continuously monitored (proposal submission, offers, completing contract MODs, etc.)
- **Monthly “Negotiation Stand-down Day”**
 - First Tuesday of each month is set aside to negotiate all proposals less than \$100K, which have been in DCMC Raytheon’s hands for at least 30 days. This incentivizes both the Government and the Contractor to expedite definitization promptly or end up face-to-face, during the stand-down day.



Initiatives Implemented

- **Pricers negotiate proposals greater than \$100,000**
 - They already have done a lot of the leg-work, let them complete the deal. Balances workload more effectively, as well.
- **Developed a Standard Operating Procedure (SOP)**
 - Clearly outlines the duties of Contracts folks and Pricers, to include DIRAMS. Most importantly, it establishes Command expectations as to how much time/effort CAs and Pricers



Initiatives Implemented

- **Training**

- Held several internal training sessions on Pricing and Negotiations. Making good use of internal know-how.

- **Progress Payment withholds**

- For Programs which are repeatedly late on proposal submission. “We’ll give you the progress payment when we get the proposal.”

- **VTC with Contractor and NAVICP
(ADOs)**

- 3-way communication is key. Getting stuck in the middle of the contractor and the buying activity is a no-win



Initiatives Planned

- **DIRAMS UCA Listing** - a complete data extraction, d open UCAs and when they will become “overage.” A ma tool to provide the Command/ACO greater visibility of th workload and current status of each. Share with Contra
- **Management Council Project** - the Acquisition Refo subordinate to the NAMIS Management Council, charte evaluate/re-engineer utilizing “6 Sigma” methodology.
- **Letters to NAMIS VP (as necessary)** - Monthly lette proposals and potential adverse consequences if this sy problem does not improve. Thus far, concerns only share